



**Skoltech**

Translational  
Research &  
Innovation program

# GENERAL INFO



## GOAL

Funding for projects to fill the gap  
between research and commercial  
applications

## FOR

Professors  
Scientific staff  
Undergraduate and postgraduate  
students  
Young scientists

**5** RUB million for  
the project

**10** projects

**2** years

ACCEPTANCE  
OF  
APPLICATIONS

Expert  
selection

Agreement  
Road map  
Team & Budget

1 year program  
R&D MVP  
Market Review

DEMODAY

2 year program  
B&D  
Acceleration  
First investment and  
sales

summer

autumn

december

january – december

january

february - december



<https://expertsip.skoltech.ru>

# expert selection

## 1 stage



offline project proposals evaluation  
expert assessments analysis  
selection of TOP-20 projects

## 2 stage



online presentations of TOP-20 projects  
Q&A session with experts  
selection TOP-10 projects for the Program

Industry experts  
Industry representatives  
Internal experts  
Business angels  
Venture Investors

is the market and business model defined correctly  
a strategy to bring a product to market so that it is in demand  
are there any "bottlenecks" in production and technology that were not taken into account  
are there already similar solutions on the market  
is the current team able to implement the project  
is the project attractive for investment

program

10

projects

Research & Development

Market Overview, Business Development

Acceleration (7 projects)

Start of the program  
January

DemoDay  
January

Final program  
December

2022

2023

# financial

- hiring new employees
- selection and purchase of the necessary materials and equipment for the project
- payment for third-party services (for example, industrial design, patent attorney services)
- business trips and trips related to the project

## instruments

- legal support
- assistance in obtaining the Skolkovo resident status
- PR and marketing
- protection of intellectual property objects, study of the patent landscape
- acceleration program
- market and competitor analysis

## non-financial

## Tasks

1. Launching the product to the market and launching the sales process;
2. Confirm the value of the product, including in monetary terms;
3. Determine the further direction-product development strategy;
4. Building a strong sustainable team.

Working with experts

Tracking (individual work with the tracker)

Education

1 stage

2 stage

paid pilots  
first commercial contracts  
attracted investments

# preproposal

## The set of documents (and the application template) ✕

To submit an application, you must complete a template with information about your project.

Please note that the Principal Investigator must be from the **Faculty**

You can download the application form here



[expertsip.skoltech.ru](https://expertsip.skoltech.ru)

PreProposal  
Selection Process Round 2022-2023  
[sip@skoltech.ru](mailto:sip@skoltech.ru)



[Project Name]

[Principal Investigator Last Name]



- **Executive Summary**

[Provide a brief one paragraph overview of your pre-proposal, i.e. the technology you are developing, societal or economic problem it might solve, and what you plan to accomplish once your project is supported.]

- **Opportunity**

[Provide an overview of the problem you propose to solve. What is the potential societal, academic and market impact? What is the customer "pain" that you are attempting to address? Compare to existing solutions: why is your solution better? Concrete market data supporting your statements is encouraged.]

- **Proposed Approach or Product**

[Briefly describe the proposed project and how it addresses the problem. This should be a high level description that can be understood by someone only moderately familiar with the field. Clarify the current status of the innovation and any related intellectual property. Emphasize the *benefits* and *novelty* of the project, with respect to the team's prior work and current approaches. Graphics are encouraged.]

- **Commercialization and Competitors**

[Indicate the most significant competitors and potential sales markets. What do you envision to be the business-model (e.g., sponsored research support, licensing, venture financing)? What is the time frame? Describe the technical and market uncertainty as well as the risks that might be preventing this idea from proceeding along that path. How would the Program funding and support may help reduce the uncertainty to advance the project to the key next step?]

- **Deliverables**

[Briefly describe your research plan. List the expected deliverables that you propose to achieve *within the proposed time line of the STRIP grant* and at the end of the project – code, prototype, data proving feasibility, etc.]

- **Team and Collaborations**

[List team members and collaborators and describe their roles in the project. Note: Collaborations are not required, but are welcome. Please disclose financial interest or affiliation (if any) that investigators have with organizations outside home institution. Have any of the team members established a start-up related to the work? Research team members must identify any financial interests in companies or other organizations related to the proposed project. Where there are relationships, the researchers should address how potential conflicts of interest will be managed to insure objectivity in the research funded through this project.]

- **Resources and Budget**

[Approximately what resources do you require to complete the project (consumables and supplies, paid services, academic/non-academic staff, research-related travel, etc.)?

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